

Message Text

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ORIGIN SS-25

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NEA:RNEUMANN
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FM SECSTATE WASHDC
TO AMEMBASSY CAIRO PRIORITY

C O N F I D E N T I A L STATE 111110

EXDIS

E.O. 11652: GDS

TAGS: BEXP, ETEL, EG

SUBJECT: EGYPT TELECOMMUNICATIONS PROJECT

REF: CAIRO 10492

1. APPRECIATE REFTEL REPORT OF AMBASSADOR'S MEETING
WITH MERCHER OF WESTERN ELECTRIC. HIGH LEVEL OFFICIALS
OF COMMERCE AND OTHER WASHINGTON AGENCIES MET THIS WEEK
WITH SENIOR REPRESENTATIVES OF CONTINENTAL TELEPHONE,
GENERAL TELEPHONE AND ELECTRONICS AND AMERICAN TELEPHONE
AND TELEGRAPH. THE THREE COMPANIES PRESENTED IN SOME
DETAIL THEIR INTEREST IN THIS PROJECT WHICH IN THEIR
VIEW COULD REACH 20 BILLION DOLLARS OVER NEXT 10 YEARS.

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USDOC AND STATE REVIEWED SUBSTANCE OF GUIDANCE IMPLIED
REFTEL CONCERNING PROPOSED ARRANGEMENTS FOR FINANCING AND
INTERFACE WITH GOE.

2. IN VIEW MAGNITUDE OF THIS PROJECT AND POTENTIAL FOR
SUBSTANTIAL U.S. EXPORTS BELIEVE DEVELOPMENTS SHOULD BE
CLOSELY FOLLOWED. USDOC CONSIDERING MEANS OF

APPROPRIATE ASSISTANCE TO AMERICAN INDUSTRY ON THIS
PROJECT AND PROPOSE, THEREFORE, IMMEDIATE EMBASSY

REVIEW OF PROJECT, INCLUDING AS APPROPRIATE, DISCUSSIONS
WITH GOE DECISION MAKERS TO ASSESS EGYPTIAN THINKING
REGARDING STATUS AND TIMETABLE OF PROJECT AND POSSIBLE
INTEREST OF COMPETING BIDDERS. VANCE

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Message Attributes

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